

## Contract Renewal

**Date:** June 13, 2012

**Contract Number:** 601:517-09-102

**Renewal Number:** 1 of 3

**Issued By:** Commonwealth of Virginia  
Virginia Department of Health  
Office of Emergency Medical Services  
1041 Technology Park Drive  
Glen Allen, VA 23059-4500

**Contractor:** ImageTrend, Inc.  
20855 Kensington Blvd.  
Lakeville, MN 55044

**Commodity:** Data Processing, Computer Programming and Software Services

This renewal agreement is entered into pursuant to the basic contract and any modifications, with the following changes:

**Period of Performance:** From 07/01/2012 through 06/30/2013 with 2 possible renewals remaining each year. Renewals are subject to budget approvals.

**Compensation and Method of Payment:** OEMS shall reimburse ImageTrend for actual expenditures as a result of services provided under the terms of the basic contract and any modifications. Compensation should not exceed \$313,407.00 during the period of performance, specified above. See attachments 7 – 8 attached for pricing. **ADD:** Attachment 9 and 10 as a new service for this renewal period.

**Status of Personnel:** Paul Sharpe, Prog Admin Specialist II, has been designated as the OEMS administrator for this contract.

Except for the changes provided herein, all other terms and conditions of the basic contract remain unchanged and in full force and effect.

**ImageTrend, Inc.**

Michael J. McBrady  
Signature  
Michael J. McBrady, President  
Name and Title (Printed)  
July 24, 2012  
Date

**VDH /Office of Purchasing and General  
Services**

Maureen E. Dempsey for Karen Remley  
Signature  
Maureen E. Dempsey for Karen Remley  
Name and Title (Printed)  
Chief Deputy for Public Health 8/9/12  
Date

**Contract #601:517-09-102**  
**Renewal 1 of 3**  
**Attachment #7**  
**Amended and Effective July 1, 2012**

**Annual Support 2/01/2012 - 1/31/2013**

Description	Qty	Amount	Extended
EMS State Bridge Annual Support	1	\$19,200.00	\$19,200.00
Data Mining Tools (Visual Informatics) Annual Support	1	\$7,680.00	\$7,680.00
ePCR module (Statewide Field Bridge Site License) Annual Support	1	\$16,000.00	\$16,000.00
Billing Module Annual Support	1	\$800.00	\$800.00
CAD API Annual Support	1	\$1,600.00	\$1,600.00
<b>Total</b>			<b>\$45,280.00</b>

**Pro-Rated Annual Support 2/01/2013 - 6/30/2013**

Description	Qty	Amount	Extended
EMS State Bridge Annual Support	1	\$8,000.00	\$8,000.00
Data Mining Tools (Visual Informatics) Annual Support	1	\$3,200.00	\$3,200.00
ePCR module (Statewide Field Bridge Site License) Annual Support	1	\$6,666.67	\$6,666.67
Billing Module Annual Support	1	\$333.33	\$333.33
CAD API Annual Support	1	\$666.67	\$666.67
<b>Total</b>			<b>\$18,866.67</b>

**Terms:**

The above mentioned items will be invoiced with payment terms of net 30 days.  
The recurring Annual Fees will be billed annually in advance.

**Contract #601:517-09-102**  
**Renewal 1 of 3**  
**Attachment #8**  
**Amended and Effective July 1, 2012**

**Modules/Services Available for Purchase by Virginia Department of Health at pre-established rate.**

Description	Price	Rate
Resource Bridge with Command Center Active Pilot Phase Complete (25% of site license)	\$20,000.00	One-Time
Resource Bridge:		
Planning and Kickoff Meetings .....	\$5,000.00	One-Time
Training Costs (2 days and 1 trainer) .....	\$5,000.00	One-Time
Legacy Data Conversion (Est. \$15,000) Requires SOW to be billed at \$125/hour rate.....	\$125.00	Per Hour
Resource Bridge Allowance for Customization and State Specific Requests \$18,750 Allowance (150 hours@ \$125/hour); Requires separate SOW for customization to be billed at \$125/hour rate.	\$125.00	Per Hour
Out of Scope enhancements and services for products purchased by Virginia Department of Health	\$125.00	Per Hour

**Modules/Services Available for Purchase by Virginia EMS Agencies at pre-established rate.**

Description	Price	Rate
Service Bridge Setup Fee	\$5,000.00	One-Time
Service Bridge Software as a Service (SaaS) Annual Fee	\$1.25	Per Call
Service Bridge plus NFIRS Tab Setup Fee	\$6,000.00	One-Time
Service Bridge plus NFIRS Tab Software as a Service (SaaS) Annual Fee	\$1.75	Per Call
Rescue Bridge Complete Setup Fee	\$7,000.00	One-Time
Rescue Bridge Complete Software as a Service (SaaS) Annual Fee	\$2.25	Per Call
Rescue Bridge Complete plus Mobile Fire Inspections Setup Fee	\$7,000.00	One-Time
Rescue Bridge Complete plus Mobile Fire Inspections Software as a Service	\$2.25	Per Call
Training Sessions (Onsite)	\$1,000.00	Per Day
Webinar Training Sessions	\$125.00	Per Hour
Travel for Onsite Training	\$1,500.00	Per Trainer/ Per Trip
Out of Scope enhancements and services for integrations, Billing and CAD Integration Services	\$125.00	Per Hour

**Note:** The above items qualify for purchase by any Virginia EMS Agencies and establishes the base pricing guidelines for any purchase by such agency. Additional functional modules, integrations, customizations or requirements that may arise and are directly associated with the above items may be proposed by ImageTrend and added to the purchase. If a licensure purchase is desired rather than the SaaS model, ImageTrend will propose that to client reflecting the same quantity purchase qualifications as used to establish above prices.

**Terms:**

The above mentioned items will be invoiced independently upon completion with payment terms of net 30 days.

The recurring Annual Fees will be billed annually in advance.

Payment Milestones negotiated at Contract.

All hosting fees are based upon anticipated usage and include an average of 3 Mb Bandwidth and 30 GB of Storage. These fees are subject to annual usage audits, which may affect future fees at an increase of \$15/Mb/month for Bandwidth and \$15/10GB/month for Storage.

ImageTrend reserves the right to reevaluate on an annual basis and potentially increase the ongoing annual fee rates for the subsequent years. The increase shall not, however, exceed inflation.



**Contract #601:517-09-102**  
**Attachment # 9**

**Comparative Analysis Reports Initiative per Proposal 12110:**  
**7/01/2012 – 6/30/2013**

<b>Description</b>	<b>Qty</b>	<b>Amount</b>	<b>Extended</b>
Annual Fee for Comparative Analysis Reports Initiative	1	\$4,850.00	\$4,850.00

**Terms:**

Upon acceptance of proposal, 100% of Total will be invoiced.  
This can be added to the Annual Support Agreement and invoiced  
annually in advance thereafter.  
Payment terms of net 30 days

**Contract #601:517-09-102**  
**Attachment # 10**

**Patient Registry Proposal per Proposal 12009:**  
**7/01/2012 – 6/30/2013**

<b>Description</b>	<b>Qty</b>	<b>Amount</b>	<b>Extended</b>
<b>Patient Registry License</b>	1	\$120,000.00	\$120,000.00
Trauma Registry Form	1	Included	
Patient Registry (Trauma) Data Warehouse	1	Included	
Web-based Data Collection and Administration	1	Included	
Security and Permissions Module	1	Included	
Secure Internal Email	1	Included	
NTDB Code Sets	1	Included	
Report Writer	1	Included	
Data Import via NTDB XML	1	Included	
Legacy Data Import - Est. \$15,000 - requires separate Statement of Work billed at \$125.00/hour	1	\$15,000.00	\$15,000.00
Visual Informatics - Trauma Cube	1	\$6,000.00	\$6,000.00
<b>Patient Registry Software Subtotal</b>			<b>\$141,000.00</b>
<b>Annual Support:</b>			
Patient Registry Annual Support Annual Support 1 <sup>st</sup> Year	1	\$19,200.00	\$19,200.00
Visual Informatics – Trauma Cube Annual Support 1 <sup>st</sup> Year	1	\$960.00	\$960.00
<b>Annual Support Subtotal</b>			<b>\$20,160.00</b>
<b>Implementation and Training:</b>			
Implementation:	1	\$15,000.00	\$15,000.00
Project Management	1	Included	
Planning and Kickoff Meetings	1	Included	
System Documentation (online and in Word format)	1	Included	
Allowance for Customization and State Specific Requests (150 Hour \$125.00/hour	1	\$18,750.00	\$18,750.00
Initial Training Days (Admin/Train-the-Trainer)	3	\$1,000.00	\$3,000.00
Planning and Training Travel	1	\$1,500.00	\$1,500.00
<b>Implementation and Training Subtotal</b>			<b>\$38,250.00</b>
<b>Totals:</b>			
<b>Patient Registry Software Subtotal</b>			<b>\$141,000.00</b>
<b>Implementation and Training Subtotal</b>			<b>\$38,250.00</b>
<b>Annual Support Subtotal</b>			<b>\$20,160.00</b>
<b>Total Year 1</b>			<b>\$199,410.00</b>